

# CURRICULUM VITAE

**JAMES G. WETRICH, FACHE**

[bigred@wetrichgroup.com](mailto:bigred@wetrichgroup.com)

## 1. PERSONAL

Name: James G. Wetrich

## 2. EDUCATION

Certificate in Executive and Professional Coaching, University of Texas at Dallas August 2019,  
ACTP Graduate, Phi Kappa Phi Honor Society

Master of Business Administration, Goizueta School of Business, Emory University (2009)

Master of Health Administration, Tulane University School of Public Health and Tropical Medicine  
(1982)

Bachelor of Science, Biological Sciences, University of Southern California (1979)

## 3. AWARDS

2009	Outstanding Academic Accomplishment (no. 1 in class), Goizueta School of Business; Beta Gamma Sigma
1989	Outstanding Alumnus Award, Tulane University School of Public Health
1980-1981	U.S. Public Health Service General Purpose Traineeship
1979	Outstanding Senior Recognition, University of Southern California

## 4. PROFESSIONAL SUMMARY

Proven senior health care leader with extensive operating and commercial responsibilities domestically and internationally including Europe and Latin America. Over 10 years recent experience in the US and Latin America wound care and burn care markets. Molnlycke was one of the first companies to do RCTs on several of its wound care products including Mepilex Ag for partial thickness burns and Mepilex Border Sacrum for pressure ulcer prevention. Experience through my work in supply chain as well as my work as an operating room tech. with the OR environment. Have well established relationships with key US physicians and clinicians.

A unique blend of provider (hospital administration and consulting, supply chain, and consortia/alliances); supplier (Abbott Laboratories and Molnlycke Health Care); and diverse entrepreneurial experiences (Wetrich Group and Wetrich Group SCO). Strong track record of achieving financial targets, goals, and objectives. Driven, focused, determined and successful manager, mentor and coach dedicated to maximizing the potential of the organization. Committed to diversity, personal improvement and development, and social responsibility. Integrity is essential in everything I do.

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Hands-on operational leadership experience in commercial positions with increasing financial responsibility. Deep understanding of the health care industry with an extensive network of global, senior level contacts across many channels and markets. Negotiated and structured numerous agreements, alliances and joint ventures. Profit and loss responsibility for commercial operations for Abbott International included France, Germany, Italy, Spain and the UK; sales in excess of \$600 million; division net income in excess of \$200 million; with over 500 sales and marketing resources. Developed and implemented strategic and tactical sales and marketing programs.

Proven financial management and strategic and transformational leadership capabilities. Stepped into role as President of U.S. and Latin America at Molnlycke Health Care and created a new company culture with sustained, outstanding performance; in eight years, grew wound care top line over 7 times and grew bottom line (EBITA) over 21 times. (2006 actual versus 2014 budget). Proven ability, in a wide variety of settings, to step into management situations and make significant process and operational changes, and to become a valued member of the management team.

Have consulted with more than 15 providers and more than 85 suppliers over the years. Recently worked with a start-up wound care company based in Europe, recommending launch strategies and tactics to the board. Provided strategic guidance to a large wound care company regarding re-engineering of its U.S. commercial operations.

Extensive work in the health care supply chain resulting in expert knowledge of end to end supply chain cycle including value analysis, strategic sourcing, supplier relationship building and procurement logistics. Demonstrated persistence in building relationships and gaining leadership and clinical and technical support. Have worked across and within many clinical disciplines. Trained and worked as an O.R. scrub tech. at Touro Infirmary in New Orleans. Redesigned supply chain operations at Ochsner Hospital. Ran group purchasing operations and shared services at the Hospital Council of New Orleans. Played in instrumental role in the formation of the University Hospital Consortium (now part of Vizient); assisted with the creation of the initial corporate strategic plan including the supply chain and distribution strategy. At Abbott, developed deep knowledge of supply chain operations from the manufacturer's perspective. At Molnlycke, oversaw our principle distribution and customer service center in Anderson, South Carolina. 200,000 sq. ft. warehouse with \$35 Million in working capital. Involved in sales and operations planning process (S&OP) as well as international inbound and outbound logistics to receive products from our international plants in Finland and Malaysia and to ship products throughout the U.S. as well as to Brazil and other Latin American locations. Founding member and creator of the Healthcare Provider & Supplier Institute which provided a forum for dialogue between suppliers and providers.

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### 5. PROFESSIONAL STRENGTHS AND VALUE PROPOSITION

1. **Setting Strategy:** I have demonstrated throughout my career the ability to set strategy and vision for my area of responsibility. At Abbott, I turned around our key anesthetic injectable, Amidate by completely repositioning the product. During my time at Abbott, I worked with the senior management at VHA/Novation and established a joint strategic project, Project Synergy, facilitated by Andersen Consulting, aimed at building a unique relationship with our customer. At Molnlycke, I assessed that the wound care market was too diverse and I focused our efforts on the hospital sector, with great success.
2. **Consistent Performance Excellence:** a long track record of producing results, successfully launching products in the US, Latin America and Europe. At Abbott Laboratories and at Molnlycke Health Care, I had significant, continuous increases in responsibilities over time. Specific strengths in dealing with changing and uncertain conditions.
3. **Human Capital Management:** I have shown consistent development and mentoring of individuals and have helped employees find their true passions. I am willing to make the difficult decision should the situation not be one that can be corrected or turned-around.
4. **Leading by Example:** I am open, approachable, deliver, hold myself accountable, focus on the customer and work closely with everyone at all levels of the organization.
5. **Inspiring Others:** I have actively mentored many individuals throughout my career and my keen interest is seeing that people pursue their passions.
6. **Continuous Improvement/Lifelong Learning:** I can think of no greater commitment or statement other than to point out that I earned my MBA in 2009. As I wrote in my application to Emory, I wanted to extend the maturity phase of my human life cycle. I saw the MBA as a part of a renewal process.

### 6. ACADEMIC EXPERIENCE

March 2017 -	Emory University, Goizueta School of Business Advisory Board
August 2016 -	Texas Wesleyan University, Adjunct Professor of Marketing and Advertising
May 2016	AACSB Bridge Program Certification
Jan. 2015- Dec. 2015	Fellow, Stanford University, Distinguished Careers Institute
March 2014-	USC Marshall School of Business Supply Chain Institute Advisory Board
December 2011-	Emory University School of Nursing, Dean's Advisory Board
May 2011-	Health Advisory Board, USC Price School of Public Policy
2011-	Executive in Residence, Goizueta Business School, Emory University
1984	Fellow, ACEHSA (now Committee on Accreditation for Healthcare Management Education) (Wrote reports for Trinity, Widener and Xavier.)
1982-1984	Adjunct Instructor and Associate to the Chairman for Community Relations, Tulane University, School of Public Health, Department of Health Systems Management

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### 7. RELATED EXPERIENCE

#### **THE WETRICH GROUP LLC & THE WETRICH GROUP SCO LLC** 2014-

Completed acquisition of 100% of the assets of Haney/Lowderman, a firm with over 25 years of service as a hospital executive outplacement firm. This platform has been expanded to include executive coaching and leadership development. Merged with Consulting Psychology Group to add talent assessment capabilities.

Reengaged with The Wetrich Group LLC following my departure from Molnlycke. TWG provides management consulting advisory services to health care providers and suppliers. Extensive interim management engagement at Providence Health & Services. Served from February 2018 to October 2020 under a management contract as the President, US of Danish-based Reapplix ApS and, under the Medicare CED program, successfully launched the autologous plasma rich protein wound care treatment for diabetic foot ulcers into the US market.

#### **PROVIDENCE HEALTH & SERVICES Renton, WA** 2015-2016

##### **Interim Vice President, Supply Chain Management**

From July 2015 to April 2016, I served as the interim vice president of supply chain management. The annual spend under my control was nearly \$2 Billion with almost 1000 FTEs spread across 34 acute care hospitals in Alaska, California, Montana, Oregon and Washington with \$60M annual departmental operating budget. I had 9 direct reports which included: 3 Area Vice Presidents who oversaw our operations within the hospitals, Consolidated Service Center (200,000 sq. ft. distribution center) which supplied low unit of measure totes to our hospitals and processes 50,000 lines per week, Finance which includes Procure to Pay initiative including Accounts Payable, Strategic Sourcing (contracting), Medical Product Analysis, Value Analysis and Value Sourcing consulting operations. I reported to the Chief Financial Officer of the system. Highlights include:

- Orchestrated and managed extensive strategic planning initiative which culminated in review with system CEO, COO, and CFO. The plan was organized into four sections; 1. Leadership and people needed to strengthen the core. 2. Strengthening our core processes to drive toward meeting the budget and other financial and operational metrics. 3. Strengthening the core to improve our data and information. 4. Meeting defined targets and rebuilding our reputation to give supply chain the creditability to engage in strategic partnerships both within and outside of Providence.
- Oversaw the roll out of a new organizational structure as supply chain moved from a holding company model to an operating company model. Focus of new structure was to bring deeper relationships to local hospitals (“ministries”) as well as to see that the strategic plan was implemented successfully throughout the regions.
- Worked with my core team to achieve \$91 Million in operational improvements in 2015.
- Leveraged my past relationships at Vizient to assist Providence with redefining its long term relationship and roadmap to fit into our strategic plan.

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- Worked closely with our Associate Vice Presidents over operations and logistics to enhance our processes and relationships with the local markets. Participating in our regional monthly operating reviews.
- Drew on key relationships with Medline and Owens & Minor to review the operations of our consolidated service center in pursuit of increased operational efficiencies.

### **MOLNLYCKE HEALTH CARE (MHC)**

**2006-2014**

Molnlycke is owned by InvestorAB and is a worldwide leading manufacturer of single use surgical and wound care products with more than 7400 employees across 30 locations globally. Annual sales exceed \$1.5 billion.

#### **President and General Manager, The Americas**

**2011-2014**

In June 1, 2011, promoted and given additional responsibility for the surgical business in North America. As a result, had direct P&L responsibility for all Molnlycke commercial operations in United States and Latin America. (\$370M+ sales; \$145M+ EBITA) As general manager, direct responsibility for finance, human resources, information technology, corporate accounts, customer service and distribution; with headcount of over 350 FTEs. Member of CEO's expanded staff.

- Promoted twice during employment.
- Turned around and redirected the US surgical organization in three years.
- Completed acquisitions of Rynel and Brennen Medical Products and licensing deal with Covalon Technologies.
- International commercial focus included geographic expansion within Latin America, specifically Brazil.
- Produced compelling results. In eight years, grew wound care sales over 7 times, grew EBITA over 21 times, and increased market share by 25 share points. Created over \$1 BN in incremental enterprise value.
- Moved market share position from fifth to first in (advanced wound care) served market.
- Completely re-engineered the organization and created a new culture; instilled five 'signature initiatives' focused around: MHC as a growth company, MHC as a disciplined company, MHC as a diverse company, MHC as a great place to work, and MHC as a customer focused company.
- Doubled wound care marketing organization and brought in new VP of marketing. Created new advisory boards and customer panels.
- Completely overhauled wound care sales organization and brought in new VP of sales. Created balanced sales territories based upon territory potential, modified incentive compensation plan, created new promotional track for long term sales representatives, held annual week-long summit meetings with high performing sales representatives to identify ways to accelerate rapidly the growth of the company. Significantly enhanced training functions, hired a full-time director of learning and development. Added over fifty personnel to the sales organization. Changed focus and targeting of the sales organization.
- Built significant new business with Mepilex Border Sacrum for pressure ulcer prevention. Roughly 20% of US acute care hospitals were using this at the time of my departure.

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- Created burn market focus; hired dedicated burn specialists and launched MepilexAg into burn market; more than 60 leading burn centers (over 50% of the burn center market) were using the product at the time of my departure.
- Created personalized mentoring programs for high potential and diversity candidates. Created Women at Molnlycke initiative and held inaugural meeting for all women in the US organization in May 2013.
- Held monthly conference calls with the organization to provide update and direction as regards performance and major milestones.
- Brought humility, passion, and esprit de corps to the organization; “adopted” Memphis Lafferty, a child who lost his hands and feet to an early childhood infection, who was treated with Molnlycke products. Outstanding U.S. employee engagement scores of 96% satisfaction.
- CEO of Molnlycke noted that I had created, “One of the best teams in the med-tech industry based upon (our) sustained performance (in the United States).”

**General Manager, MHC US LLC and Latin America**

**2010-2011**

**President, U.S. and Latin America Wound Care**

As of January 1, 2010, given additional responsibility for the company’s surgical product sales and marketing in Latin America (already had the responsibility for wound care products in Latin America).

**General Manager, MHC U.S. LLC**

**2006-2009**

**President, U.S. and Latin America Wound Care**

Hired June 1, 2006 as president of wound care business, complete profit and loss responsibility for U.S. and Latin American wound care operations. Direct management of sales, marketing, and finance operations. As general manager, direct responsibility for U.S. organization central services including human resources, information technology, corporate accounts, customer service and distribution.

**THE WETRICH GROUP LLC, Southlake, TX**

**2001-2006**

**C.E.O. and Founder**

Owner of health care consulting firm which provided comprehensive supply chain, operations, business development, sales and marketing advisory services for U.S. and international suppliers and providers, have worked with more than 100 clients.

Supplier focused consulting engagements included, among others: significant strategic work for Terumo Interventional Systems with direct implications to Terumo-Boston Scientific partnership; strategic national account review for Roche Diagnostic and interim management assignment as Vice President of Sales for Santé Rehabilitation.

Provider focused consulting engagements included, among others: served as interim director of materials management at Stamford Health System, assisted with group purchasing organization

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selection and evaluation work with Greater New York Hospital Association, conducted comprehensive materials management assessment and evaluation at Norton Healthcare, participated in materials management outsourcing initiative at Westchester Medical Center, and evaluated customer wins/losses for VHA and UHC group purchasing organization (GPO) initiatives.

### **Select Clients Included:**

Abbott Laboratories, Anne Arundel Medical Center, Apogent Technologies, Bayer, Contral Pharma, Dell, Fisher Scientific, FIT Biotech, Greater NY Hospital Association, Kimberly-Clark, McKesson, Norton Healthcare, Pitts Management Associates, Radiometer America, Roche Diagnostics, Santé Rehabilitation, Schwarz Pharma, Stamford Health System, Takeda-Abbott Pharmaceuticals, VHA, Westchester Medical Center, and W.L. Gore.

### **Selected Engagement Summaries:**

#### **Health Industry Group Purchasing Association**

- The Wetrich Group LLC was hired by the HIGPA Board to conduct a complete review of HIGPA's strategic and operating plans, its operational structure and financial condition. Extensive review ended up with more than 30 recommendations for the board including separating HIGPA from the supplier related initiatives (which led to the formation of the Health Industry Supply Chain Institute).

#### **Terumo Interventional Systems**

- Terumo hired The Wetrich Group LLC to assist them with their decision whether or not to renew their long standing exclusive distribution agreement with Boston Scientific Corporation. Conducted three separate engagements with Terumo; created an in-depth GPO strategy and playbook for Terumo; initially represented Terumo to the leading GPOs once a decision was made to go to market directly. Assisted with the recruitment of a full-time national account manager.

#### **Santé Rehabilitation**

- Operator of physical therapy clinics in Dallas-Fort Worth and Austin hired The Wetrich Group LLC to analyze the sales and marketing functions. TWG provided recommendations to assure that Santé Rehabilitation Group maintained its aggressive growth. Worked with Sante's marketing consultant, its board and sales staff and was instrumental in making recommendations that led to a redistricting of the sales territories, a thorough revision of the sales incentive plan and a new sales reporting tool.

#### **Stamford Hospital**

- Managed the hospital's materials management function for one year including staff, warehouse, general stores, receiving and shipping operations. Implemented a new value analysis process, created a new vendor visitation policy, coordinated annual capital equipment budget, worked closely with key vendors including Cardinal Health, and provided direction during migration from McKesson system to MEDITECH.

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**PREMIER, Inc. Oak Brook, IL** **2000-2001**

**Senior Vice President/General Manager Supply Chain Relationship Management**

- Managed the sales organization of 65 full-time equivalents, contracts and agreements in excess of \$10 billion with the largest 19 corporate partners, as well as the supplier diversity initiative. Position was eliminated in a restructuring and position has never been recreated.

**ABBOTT LABORATORIES Abbott Park, Illinois** **1989-2000**

Eleven years of significant contributions accompanied by rapid promotions ranging from Manager of Corporate Strategic Planning, Marketing Manager of Surgicare and Anesthesia Pharmaceuticals, Commercial Director of European Operations, Director of Health Systems and Divisional Vice President. Met or exceeded all annual operating plans and drove significant improvements through a number of operational teams. Worked closely with manufacturing and supply chain operations and MRP processes at numerous plants in the U.S. and Ireland and drove significant efficiencies and cost reductions.

**Divisional Vice President** **1997-2000**

- Managed Novation account with 25 agreements and sales in excess of \$1 Billion, with 30% increase in sales over 3 years.
- Instrumental in 1997 resign of IV contract-Abbott's largest group contract in history-during UHC/VHA merger.
- Managed strategic partnering project, "Project Synergy" with Andersen Consulting, Abbott, and Novation.

**Director, HealthSystems** **1995-1997**

- Managed six person sales team covering key integrated delivery networks (IDN) in Western US with \$200M bottom line responsibility. Personally managed Baylor Health Care System and Harris Methodist Health System accounts and corresponding interdivisional sales teams.

**Commercial Director, European Operations** **1994-1995**

Profit and loss responsibility for sales and marketing operations in UK, France, Germany, Spain, and Italy for medical nutritionals, hospital products and pharmaceuticals with \$600M+ in annual sales and \$200M+ in division margin. Matrix organization with oversight of commercial headcount in excess of 500 FTEs.

- Significantly expanded pharmaceutical sales forces in Germany and the UK.
- Developed opportunity assessment for Terazolin<sup>TM</sup> and created defense strategies for Forane<sup>TM</sup>.

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**Marketing Manager, Anesthesia Pharmaceuticals** **1991-1993**

Marketed all proprietary and generic anesthetics including small volume parenterals and inhalation anesthetics. Significant interface with anesthesiologists, CRNAs, and pharmacists.

- Revamped marketing campaign for Amidate™ (proprietary induction agent) and re-launched product to anesthesiologists. Grew sales over 50% per year.
- Launched isoflurane, USP in the US, capturing 50% market share in three weeks of launch and generated incremental sales of \$70 million in the first year.
- Launched fentanyl ORALET™ (oral transmucosal fentanyl) in the US.

**Marketing Manager, SurgiCare Products** **1990-1991**

- Marketed hospital and surgical suction and autotransfusion blood collection product lines, and identified cost reductions, saving \$2.5M (10% of cost of goods sold).

**Manager, Corporate Strategic Planning** **1989-1990**

- Managed strategic planning initiatives, conducted merger and acquisition analysis for senior management, coordinated a company-wide reimbursement task force, and analyzed alternate site market opportunity for the hospital products division.

**UNIVERSITY HEALTHSYSTEM CONSORTIUM Oak Brook, Illinois**

**Director of Business Development** **1987-1989**

Worked for CEO and routinely interfaced with UHC Board of Directors (member health system CEOs), developed new business opportunities, and conducted strategic planning initiatives for the purchasing programs.

- Developed, presented, and implemented a supply company for dialysis products.
- Conducted comprehensive study of hospital distribution and wholesaler markets; recommended distribution strategy to the Board.

**PITTS MANAGEMENT ASSOCIATES, Inc. Baton Rouge, Louisiana**

**Vice President** **1984-1987**

Conducted numerous consulting engagements for this hospital management consulting firm including an assignment with University HealthSystem Consortium. Served as Chief Operating Officer of UHC during its formation; handled all routine financial affairs, hired and managed initial staff, developed initial purchasing programs, and wrote strategic plan for the purchasing programs.

- Implemented UHC's purchasing programs and initial contracts.
- Helped members obtain legislative relief from burdensome purchasing enabling laws.
- Setup for-profit subsidiary organization for purchasing program, UHCSC and served as initial Chief Financial Officer.
- Helped recruit seventeen new UHC members.

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### **METROPOLITAN HOSPITAL COUNCIL OF NEW ORLEANS**

**Vice President of Member Services**

**1982-1984**

Ran member services and group purchasing operations for this organization that supported forty-five member hospitals in southeast Louisiana. Served as the director of the group purchasing programs. Co-marketed MedEcon's group purchasing offerings to the hospitals in southern Louisiana. Negotiated numerous agreements across a broad product spectrum, including, among others, pharmaceuticals, medical surgical products, and dietary products.

### **OCHSNER FOUNDATION HOSPITAL**

**Assistant to the Hospital Director and Administrative Resident**

**1981-1982**

Member of the hospital administration team. Redesigned entire materials management function and implemented recommendations. Prepared for and coordinated visit of JCAHO. Conducted a wide variety of analyses for the CEO and coordinated relationship with VHA.

### 8. ADDITIONAL ENTREPRENEURIAL ACTIVITIES

**WETRICH REALTY, LP & BRRP I, LP, Southlake, TX**

**2002 - Current**

General Manager

- Owner/operator of commercial office building with 6 tenants and 6,000 square feet.
- Formed limited partnership and raised \$790K to develop two acre commercial site in Keller, TX. Sold land and generated 35% return for partners.

**HEALTHCARE PROVIDER & SUPPLIER INSTITUTE, Southlake, TX**

**2004 - 2009**

Founder and Partner

- Formed HP&SI to create a forum for dialogue between suppliers and providers on significant issues. Sold Institute to MDSI.

### 9. PUBLICATIONS

7-Figure Minds: How to Grow and Lead a 7-Figure Business by Alinka Rutkowska. Chapter Contributor, June 12, 2021

Quitless: The Power of Persistence in Business and Life by Alinka Rutkowska and others. Chapter Author. Published March 13, 2021. A *USA Today* and *Wall Street Journal* best-seller.

Jim is currently working on his book on Leadership. He blogs about leadership at:

<https://bigredsleadershipblog.wordpress.com/>

Wetrich, J. Group Purchasing: An Overview, American Journal of Healthsystem Pharmacy 1987; 44:1581-1592 (Article prepared at the request of the editorial board).

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### 10. MEMBERSHIPS

Association of Corporate Executive Coaches  
Association for Healthcare Resource & Materials Management  
Life Fellow, American College of Healthcare Executives  
American Marketing Association  
International Coach Federation, Associate Certified Coach (ACC)  
Society of International Business Fellows  
National Association of Corporate Directors  
Certificate of Director Professionalism  
Entrepreneur's Organization (EO) May 2016 – May 2018

### 11. DIRECTORSHIPS

LiDCO Group PLC (London AIM listed) Company acquired by Masimo	August 2019 – January 2021
Georgia Symphony Orchestra	October 2018-
AnewMed	Dec. 2016 – Sept. 2019
Movi Medical, outside director	August 2014-August 2019
Optomeditech Oy, outside director	April 2014-October 2018
Benechill, Inc. NYSE: BNCH Director Nominee	S-1 Filed, IPO Cancelled
Brain Injury Association of Georgia	May 2013-February 2014
The White House Project	January 2012-December 2012
Debra of America (epidermolysis bullosa)	May 2011-
Meals on Wheels Association of America Foundation Board	2006-2011
Tulane Alumni Association, Board of Directors	1985-1989
Tulane Medical Alumni Association, Board of Directors	1982-1990

### 12. ADVISORY BOARD APPOINTMENTS

The Carter Center, Board of Councilors	February 2106-
Radius Ventures Advisory Board	September 2014-
Emory University Board of Visitors	August 2014-July 2017
The Vistria Group, Health Care Advisory Board	March 2014-
McKesson Medication Management Advisory Board	2001-2005
Baxa Corporation Advisory Board	2001-2004

### 13. PANELS, COURSES INSTRUCTED, AND PRESENTATIONS

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Post Pandemic Leadership Pivots IFAH Healthcare Conference Keynote Address	June 2021
The Power of Mentorship and How it Can Transform Your Career Golden Key Honor Society	April 2021
American College of Healthcare Executives Congress on Healthcare Leadership, “The New Supply Chain Paradigm: C-Suite Strategies for Supply Chain Re-engineering”	March 2021
Principles of Marketing, Texas Wesleyan University	Fall 2020
Principles of Marketing, Texas Wesleyan University	Spring 2020
Principles of Marketing, Texas Wesleyan University	Spring 2019
Leading Team Course Guest Lecturer Goizueta Business School	Fall 2018
Principles of Marketing, Texas Wesleyan University	Spring 2018
Principles of Marketing and Principles of Advertising, Texas Wesleyan University	Fall 2017
National Association of Latino Healthcare Executives “Coming into Compliance in 2018”	September 2017
IDN Insights West “Leadership: Some Reflections”	May 2017
Principles of Marketing, Texas Wesleyan University	Spring 2017
Principles of Marketing, Texas Wesleyan University Leading Team Course Guest Lecturer Goizueta Business School	Fall 2016 Fall 2016
TRSA Health Care Conference “Integrated Delivery Networks”	November 2015
Leading Team Course Guest Lecturer Goizueta Business School	Fall 2014
Q1 Productions Medical Device Contracting and Strategic Accounts	November 2014

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“Building Future Capabilities &Redefining Sales Strategies  
For Future Business”

Q1 Productions Medical Device Group Purchasing November 2013  
Keynote Address: “The Changing Health Care Industry  
And Future Projections for Purchasing”

Emory University, Goizueta School of Business December 2012  
Moderator, Health Care Panel

Health Industry Group Purchasing Association October 2008  
International Expo  
Moderator, Panel on GPO Best Practices

Federation of American Hospitals Annual Meeting February 2006  
Moderator, Pharmacy Panel

Federation of American Hospitals Annual Meeting February 2004  
Moderator, Medical Surgical Panel

### 14. SUBSTANTIVE CONTINUING EDUCATION

Certificate in Executive and Professional Coaching, University of Texas at Dallas August 2019,  
ACTP Graduate, Phi Kappa Phi Honor Society

Stanford University, Distinguished Careers Institute (2015):

GSB 368: Strategic Management of Non-profits and Social Ventures

GSB 551: Innovation and Management in Health Care

Stanford Director’s College

Harvard Business School, Leading a Global Enterprise (2013)

U. of Chicago, Booth School of Business, Director’s Consortium (2012)

Harvard Business School, Authentic Leadership Development Program (2011)

Harvard Business School, Leadership Best Practices (2010)

U. of Chicago, Booth School of Business, Executive Program in Strategic Sales Management (2009)

Abbott Laboratories Leadership Development Program (three-week program) (1997)

Advanced Seminar for Pharmaceutical Executives, Tuck School of Business, Dartmouth (1993)